OfficeSPEC OFFICE PRESENTATION

Eliminate the Time and Expense of Reprocessing and Reduce Risk of Cross-Contamination

TRUSTED BY OVER 2,000 HEALTHCARE FACILITIES NATIONWIDE
Patient safety depends on instruments that are properly disposed of or adequately reprocessed (i.e., cleaned and disinfected and sterilized and stored properly). Infection risk can be due to compromised instrumentation from: 1) failure of appropriate sterilization or disinfection, 2) damage to the wrapping, 3) retained biologic debris, and 4) improper storage and handling. A potential mechanism to reduce risk of infection is the use of single use disposable vaginal specula.

Metal specula have moving, hinged parts that can easily become impacted with lubricant in which organisms become imbedded. Unless the specula is disassembled and thoroughly washed prior to the disinfection or sterilization process, the pathogens can survive the sterilization process in the lubricant left behind. In addition, some non-disposable specula cannot be disassembled, making them impossible to adequately clean. The pathogens left behind on the inadequately processed instruments may then be potentially passed on to the next patient. Because the light source is usually reusable, but cannot withstand a rigorous disinfection or sterilization process, it is usually just wiped down and considered ready for the next patient. This presents another potential source for transmission of pathogens.

Source: https://obpmedical.com/infection-control-out-of-the-hospital/
Innovation in Vaginal Speculum

No Risk of Cross-Contamination

No Plugging In
No Charging

No Additional Cost
No Cleaning or Reprocessing
No Additional Parts or Assembly
Top 5 Benefits of OfficeSPEC

- Entirely Single-Use
- Zero Assembly/No Additional Parts
- Built-In Targeted Light Source
- Save Time/Increase Efficiency
- Reduce Risk of Cross-Contamination
Entirely Single-Use

**Problem:**
Reusable parts and components create unnecessary liability. They elevate the risk of cross-contamination and are more likely to fail due to wear and tear. In addition, reusable parts and components add cost. They need to be reprocessed after each use and replaced when broken or misplaced.

**Solution:**
OfficeSPEC eliminates the need for reusable light sources or replacement parts and components. OfficeSPEC comes with a built-in LED light source, so there is no need for recharging units or spare batteries. The entire device is single-use; the facility incurs NO additional expenses.
Problem:
Most disposable vaginal speculum require a reusable light source. These light sources must be: cleaned after each use, re-charged or plugged in, replaced when burned-out/broken, and found when misplaced/borrowed.

Solution:
Each OfficeSPEC comes out of the package ready for use. Each OfficeSPEC unit comes with a built-in ultra bright single-use LED light source. No assembly required and no additional parts needed.
Problem:
Reusable light sources can burn through batteries, constantly need charging, or require access to an electrical outlet. They are easy to break and are often accidentally discarded. They are expensive to replace and often require replacement parts and repair.

Solution:
Never worry about a reusable light source again. Each OfficeSPEC comes with a built-in ultra bright single-use LED light source. The OfficeSPEC light source does not utilize a light pipe so the maximum power of the light source is fully realized. High-powered illumination is achieved without generating any damaging heat.
Save Time/Increase Efficiency

**Problem:**
Time wasted is money wasted.

**Solution:**
Never worry about searching for, replacing, or cleaning a reusable light source again. Each OfficeSPEC unit comes with a built-in single-use ultra bright LED light source. No additional parts or components required. Add a small, medium, and large vaginal speculum with light source to each exam room.
Reduce Risk of Cross-Contamination

Problem:
Reusable light sources can be difficult to clean and for that reason are often neglected. In March 2010, Dallas-based Parkland Memorial Hospital was forced to notify 73 female patients that they were potentially exposed to infectious agents—including HIV and hepatitis—due to both equipment failure and the reuse of an improperly sterilized vaginal speculum. This incident demonstrates a clear potential for transmission of pathogens, and highlights a clear risk to both staff and patients.

Solution:
OfficeSPEC eliminates the time and expense of reprocessing, reducing the risk of cross-contamination by obsoleting stainless steel devices and rechargeable/plug-in light sources.
With the rising cost of healthcare in the spotlight, medical facilities need to utilize the most cost-effective and practical tools available. OfficeSPEC offers features that increase efficiency and reduce risk of cross-contamination. Add a targeted light source that improves visualization and an ergonomic design for user comfort; it is clear why OfficeSPEC is the right choice for your healthcare facility.
### OfficeSPEC vs. KleenSpec

<table>
<thead>
<tr>
<th><strong>OfficeSPEC</strong></th>
<th><strong>KleenSpec</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>No assembly required and no additional parts needed</td>
<td>Reusable light sources require replacement parts and/or additional components</td>
</tr>
<tr>
<td><strong>OfficeSPEC comes ready for use equipped with its own built-in single-use LED light source</strong></td>
<td>Light source and speculum must be assembled prior to use</td>
</tr>
<tr>
<td>Entirely single-use device, no cleaning or charging required</td>
<td>Reusable light sources require cleaning after use</td>
</tr>
</tbody>
</table>
Patient safety is a primary concern.

- **OfficeSPEC helps to:**
  - Maximize infection control
  - Maximize cleanliness
  - Maximize efficiency
  - Eliminate the risk of cross-contamination
  - Eliminate the need to monitor sterilization procedures and tracking
Stainless Steel Specula Estimated Cost Analysis

Autoclaving Cost Worksheet

<table>
<thead>
<tr>
<th>Basic Operating Costs</th>
<th>Staff Hours</th>
<th>Annual Frequency</th>
<th>Hourly Labor Rate</th>
<th>Cost per Day</th>
<th>Cost per 30 Day Month</th>
<th>Cost per Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Labor (per day)</td>
<td>1.5</td>
<td>260</td>
<td>$33.13</td>
<td>$49.70</td>
<td>$1,490.85</td>
<td>$12,920.70</td>
</tr>
<tr>
<td>Autoclave Bags</td>
<td></td>
<td>260</td>
<td></td>
<td>$5.00</td>
<td>$150.00</td>
<td>$1,300.00</td>
</tr>
<tr>
<td>Cleaning Solution</td>
<td></td>
<td></td>
<td>$1.81</td>
<td>$150.00</td>
<td>$1,517.00</td>
<td>$12,135.00</td>
</tr>
<tr>
<td>Weekly Testing</td>
<td></td>
<td>52</td>
<td>$2.53</td>
<td>$26.80</td>
<td>$316.70</td>
<td>$3,800.00</td>
</tr>
<tr>
<td>Record Keeping</td>
<td></td>
<td></td>
<td>$2.53</td>
<td>$26.80</td>
<td>$316.70</td>
<td>$3,800.00</td>
</tr>
<tr>
<td>Annual Permit Fee</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$300.00</td>
<td></td>
</tr>
<tr>
<td><strong>Annual Cost of Stainless Steel Speculum</strong></td>
<td></td>
<td></td>
<td></td>
<td><strong>$1,846.85</strong></td>
<td><strong>$16,992.70</strong></td>
<td></td>
</tr>
</tbody>
</table>

Data for Cost Elements

<table>
<thead>
<tr>
<th>Cost Elements</th>
<th>Default Value</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Cycles per Day</td>
<td>2</td>
<td>Based on 20 specula reprocessed per day average</td>
</tr>
<tr>
<td>Speculum Used per Cycle</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>Labor Hours per Cycle</td>
<td>0.45</td>
<td></td>
</tr>
<tr>
<td>Autoclave Bag Cost</td>
<td>$0.25</td>
<td>Price based on online research</td>
</tr>
<tr>
<td>Autoclave Bags per Cycle</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>Labor Cost: Nurse</td>
<td>$33.13</td>
<td>Bureau of Labor and Statics 2013 (<a href="http://www.bls.gov/oes/current/oes291141.htm">http://www.bls.gov/oes/current/oes291141.htm</a>) County-specific fee; typically $300 to $1,000 more for an autoclave</td>
</tr>
<tr>
<td>Annual Permit Fee</td>
<td>$300.00</td>
<td></td>
</tr>
</tbody>
</table>

*This worksheet was prepared by OBP Medical and adapted from the Bay Area Dixon Project*
## Estimated KleenSpec Cost Analysis

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity/Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Pelvic Exams per Year:</td>
<td>3640</td>
</tr>
<tr>
<td>Estimated Average Cost of KleenSpec Vaginal Specula per Unit:</td>
<td>$1.80</td>
</tr>
<tr>
<td>Estimated Annual Cost of KleenSpec Vaginal Specula:</td>
<td>$6,552.00</td>
</tr>
<tr>
<td>Estimated Cost of KleenSpec Light Source:</td>
<td>$250.00</td>
</tr>
<tr>
<td>Estimated Average # of Light Sources Purchased Annually:</td>
<td>1</td>
</tr>
<tr>
<td>Estimated Annual Cost of KleenSpec Light Source:</td>
<td>$250.00</td>
</tr>
<tr>
<td>Average Hourly Salary of Nurse Practitioner:</td>
<td>$33.13</td>
</tr>
<tr>
<td>Estimated Hours per Day Spent Cleaning KleenSpec Light Source:</td>
<td>1</td>
</tr>
<tr>
<td>Estimated Annual Cost of Labor to Clean KleenSpec Light Source:</td>
<td>$8,613.80</td>
</tr>
<tr>
<td>Estimated Annual Cost of KleenSpec Vaginal Specula w/ Light Source:</td>
<td>$15,415.80</td>
</tr>
</tbody>
</table>

*14 exams per day, 70 exams per week*

*Average price based on customer feedback*

*Cost based on online pricing*

*Average based on customer feedback*

*Bureau of Labor and Statics 2013*

*Estimated 5 minutes of cleaning time per use*
OfficeSPEC Batteries

The OfficeSPEC light source contains modern alkaline batteries.

✓ Alkaline batteries do not contain toxic materials per federal E.P.A. guidelines.

✓ “Button” style AG3 batteries contain only enough chemistry for a single use.

✓ It would take 300 AG3 batteries to equal the chemistry volume of just 1 average alkaline flashlight battery.

* For additional battery information please visit https://obpmedical.com/company/disposable-medical-device-batteryinformation.

* Check EPA guidelines for battery disposal in your state.
OfficeSPEC Product Information

• **Sizes:** OfficeSPEC is available in 3 sizes:

  - Small (Item # C020100-1)
  - Medium (Item # C020110-1)
  - Large (Item # C020120-1)
  - Medium Side-Opening (Item # C020001)
  - Small - Sterile (Item # C020300)
  - Medium - Sterile (Item # C020310)
  - Large - Sterile (Item # C020320)

• All OfficeSPEC are latex free
• All OfficeSPEC are available sterile and clean non-sterile

For additional information please visit [www.obpmedical.com](http://www.obpmedical.com) or call 1-978-291-6853.
OfficeSPEC Testimonials

“I LOVE OfficeSPEC. They are far superior to the Welch Allyn KleenSpec in terms of ease of use.”

Dr. Sydney Schneidman, MD
Medical Doctor
Northern Illinois

“Through a consortium of experts, we had a unique opportunity to test OBP’s OfficeSPEC in a variety of settings. OfficeSPEC exceeded our expectations for both clinical evaluation and intravaginal photodocumentation. OBP’s innovative product design puts to rest many of our long-standing concerns related to corded and cordless lighted speculums!”

Rachell A. Ekroos PhC APRN-BC AFN-BC
Forensic Medical Consultant
Center for Forensic Nursing Excellence
International

“The OfficeSPEC is like liquid gold, the best thing since sliced bread.”

Jackie Walker
Office Manager
Rockwell Family Medicine
Christiana Care Primary Care
OBP Medical is a leading global developer of single-use, self-contained, illuminating medical devices. Founded in 2006, OBP Medical enables simpler, safer, and more cost-effective procedures that lead to better patient outcomes. Clinicians no longer have to worry about finding, replacing or cleaning reusable light sources, enabling faster patient throughput and a reduction in the risk of cross-contamination.

OBP Medical’s built-in LED light sources make reusable light sources a thing of the past. Our single-use lights are amongst the brightest on the market, allowing for optimal visualization during procedures. Our innovative products are used in physician offices, surgery centers and more than 2,000 hospitals throughout the U.S., as well as healthcare facilities worldwide.
OBP Medical’s Commitment to Quality

OBP Medical is an ISO 13485 certified company with a robust quality management system committed to continuous improvement.

We make extremely high quality single-use illuminated devices whose safety and effectiveness meets the requirements of the highest quality and regulatory standards worldwide.

Our American engineering in combination with the use of high grade biocompatible materials has yielded us ZERO reportable patient-related adverse events since company inception across all our product lines.

All our products are made and assembled in a certified clean room, even our non-sterile devices. We believe all medical devices deserve a high level of environmental control.